



SIVATEJA

Profile

Sales Executive

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India

Dynamic Sales Executive with 5 years of experience specializing in B2C and B2B sales. Proven expertise in cold calling, lead generation, and end-to-end sales processes. Skilled in product demonstrations, with exceptional communication and negotiation abilities. Demonstrates a consistent track record of driving revenue growth and building strong client relationships.

Employment History

Outbound Sales Executive at Snovasys - Timechamp

03/2024–08/2024

End to End Sales, B2B Sales, Product Demonstration, Negotiation, Deal Closure, SaaS Sales

Business Development Executive at Finline

12/2022–05/2023

- Lead generation, Cold Calling, CRM, Follow ups, Deal Closure and End to End Sales
- Analyzed sales trends and customer feedback to identify areas of improvement and recommend strategies for increasing sales

Sales Executive at 21K School

01/2022–12/2022

- Utilized sales techniques and strategies to build customer relationships and close sales by cold calling. Edutech and Online school admissions.

Inside Sales Executive at Antwak

08/2021–12/2021

- Made Sales through cold calling and email campaigns, Used a customer relationship management (CRM) system to track and monitor customer data

Sales Executive - Freelancer at Avighna Land Developers

02/2020–06/2021

- Developed and implemented a sales playbook that standardized sales techniques, resulting in an improvement in sales conversion rate in the land sales.

Links

[Linked In](#)

Skills

Critical Thinking & Problem Solving	5/5
Ability to Multitask	5/5
Ability to Work Under Pressure	5/5
Leadership Skills	5/5
Customer Service	5/5
Effective Time Management	5/5
Cold Calling	5/5
Marketing and Sales	5/5
Communication Skills	5/5

Languages

English	Native speaker
Hindi	Native speaker
Telugu	Native speaker

HR Executive at Polygon Steel Buildings

05/2016–02/2017

- Created and maintained a database of customer information and transactions, resulting in improved customer retention rates

Education

BBA, Vishwa Vishwani School of Business

04/2013–04/2016

HR & Marketing

MBA, Adikavi Nannaya Unversity

05/2017–05/2019

HR & Marketing

Internships

Jr Sales Assistant at Ford Car Showroom, Hyderabad

01/2016–03/2016

- Project work in Espionage
- Project on Mass Budget